

## US EXECUTIVE APPROVAL FORM

**CUSTOMER NAME:** Screen Actors Guild

**PARTNER/VAD NAME:**
**SECTION I - Approval Requests:**
**HQAPP Requests:**

1. 45% discount fo E-Biz Suite (Store +20%)
2. Flatline Support 3 years. Initial Support renewal yrs 1 and 2 capped at 0%.

**TIER 1 Requests:**

1. Price protection through May 28<sup>th</sup> 2004 at contractual discount for products currently being purchased.
- 2.

**TIER 2/3 Requests:**

1. waive cd pack fee
- 2.

**Previously approved requests (include date of approval):**

- 1.
- 2.

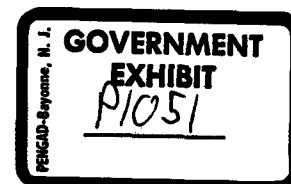
**SECTION II – Deal Summary:**

Deal Summary	
Programs	95 Prof. users of the suite, 370 time/labor, 375 Emp. Users of the suite, 12,500 Electronic Orders, 5 Users Tutor, 60 SS Tutor and 1 proc iAS
License Discount	45 % (ebiz + 20 %)
Support Discount	45 % (ebiz + 20 %)
Support Options/Holds	
Price Holds	May 28 <sup>th</sup> 2004
List License	751,800
List Support	165,396
List Comp & Admin	None
Net License	413,490
Net Support	90,967
Net Comp & Admin	NA
Net Total Price	504,457
Price List Used	Jan 2003

**SECTION III - Justification:** Screen Actor Guild is a non profit organization that is a very high profile account in Hollywood Ca. We are competing very heavily with Lawson and Peoplesoft and have expanded the scope of the project from Financials to and entire E-Business footprint including membership management, HR, and Call Center. Because we expanded the footprint we are asking for an expanded budget. We need to meet these price points to get the deal to closure. This is the worse case scenario. We are trying to add to the user counts. Which could grow the deal.

**Recommendation:** (leave blank for HQAPP to fill out)

**Submitted By:** (fill in rep name and AVP name here) Dave Binkley and Matt Renner



Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

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**PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW  
WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION  
(SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.**

**SECTION V – Ordering Document Details****Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	February 7 <sup>th</sup> , 2003
Opportunity I.D. (OSO Number):	906657
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	February 25 <sup>th</sup> 2003
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input type="checkbox"/> Net 30 <input checked="" type="checkbox"/> Other (Specify) OFD
Referenced Agreement:	<input checked="" type="checkbox"/> New OLSA Other (Specify)

Customer and Administrative Information – all fields must be filled in	
<b>Customer's EXACT Legal Name:</b>	Screen Actors Guild
Business Address:	5757 Wilshire Blvd
City / State / Zip:	Los Angeles Ca 90036
Customer Contract Admin:	Beverly Kite
Phone #:	323.954.1600
Fax #:	
E-mail ID:	
<b>Billing Contact:</b>	Same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
<b>Shipping Contact:</b>	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
<b>Technical Support Contact:</b>	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
<b>Partner Name (Indirect):</b>	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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**PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)**

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

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Applications	
Will applications be modified:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Will users be accessing modified Apps from the web:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users use Fast Forward RPM:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Will applications be hosted:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Indicate database that Apps will run on:	9i
Indicate CSI for existing prerequisite database and tools:	3668729

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	Waive CD Packs
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	David Binkley
Technology Sales Manager	John Dosch
Account Manager	David Binkley
OracleDirect Rep	Lionel Liniger
Education Sales Rep	James Mulligan
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u>Dave Binkley</u> Business Telephone: <u>310.656.2335</u> Cell Phone: <u>310.291.4220</u>